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DODD & MEAD propose to follow "The Starling" with other works of the late Norman McLeod, who was a strong, vigorous, homely writer of great power. His "Character Sketches" will be ready in January, and during the month we may also expect Hesba Stretton's life of Christ, called "The Wonderful Life," which will make probably a $1.50 12mo. Judging from her previous books, this work will have a solid strength and effective vigor that will commend it widely.

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RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY *as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.*—AMERICAN BOOK TRADE ASSOCIATION.

Publishers' First Announcements.

From the New-York Commercial Advertiser, for the week ending Jan. 4.

DECEMBER 30.

Henry Holt & Co.:—Dictionary of Biblical Antiquities, by Dr. Edward C. Aug. Riehm and assistants.

A. D. F. Randolph & Co.:—Fireside Homilies, by the late Dean Alford.

DECEMBER 31.

Scribner, Armstrong & Co.:—Life and Epistles of St. Paul, by Thomas Lewin.

JANUARY 2.

Harper & Bros. :—Heredity, by Professor Ribot.—Page's Economic Geology.—Aunt Charlotte's Stories of Bible History.—Aunt Charlotte's Stories of French History.—Aunt Charlotte's Stories of English History.—Mary Howitt's Natural History Stories.—Monk's Norton.

JANUARY 4.

Scribner, Armstrong & Co. :—Autobiography of J. B. Buckstone, by Walter Thornbury.—Sorrow and Song, by Henry Curwen.—Biography of Michael Angelo, by Signor Catti, translated by Charles Heath.—Machiavelli, by Professor Villani.—Short History of the English People, by J. R. Green.—Shunkur.—A Romance of Acadia Two Centuries Ago.

D. Appleton & Co. :—Enigmas of Life.—Martin's Life of the Prince Consort.—Bastian's Evolution and the Origin of Life.—Jon Duan.—Wit and Wisdom of the Earl of Chesterfield.—My Story, by Katherine V. Macquoid.

Harper & Bros. :—The Story of Valentine and his Brother.—Shunker.—Warnton Kings.

Cath. Pub. Soc. :—Rev. John Henry Newman's Reply to Mr. Gladstone's Late Pamphlet on Papal Infallibility.

ALPHABETICAL REFERENCE LIST OF BOOKS RECORDED IN DECEMBER.

The figures in ( ) refer to the (whole) number of the "PUBLISHERS' WEEKLY" *in which the full title has been recorded under the word preceding the figure. The more prominent works appear in this list, both under author and title or subject, with reference from the latter to the former.*

A., L. L. *See* Ride on Horseback.
Adams, W. T. (153), The Dorcas Club, $1.50....*Lee & S.*
Agnes and Mattie. *See* McKean, M. F.
Aileen Ferrers. *See* Morley, S.
Aitken, C. K. (154), Legends, etc., of Scotland, $2. *Williams.*
Alcofribas (154), Fantastic Hist. of the celebrated Pierrot, $3.....*Scribner, W. & A.*
Allen, F. B. (153), Leaves from a Summer Sketch-Book, $6. *Estes & L.*
Allen, T. F. (155), Encyclopædia of pure Materia Medica, $6, $7, and $7.50.....*Boericke & T.*
Almanacs for 1875 :—
— (154) Haverty's Irish Am. Illustr., pap., 25 c...*Haverty.*
— (151) Illustr. Cath. Family, pap., 25 c.....*Cath. Pub. Soc.*
— (152) Lady's, 50 c.....*Coolidge.*
— (153) Leavitt's Improved Farmer's, pap.....*Eastman.*
— (152) J. P. Morton & Co.'s Western Farmers', pap. *Morton.*
American Reports. *See* United States.
American Speaker, No. 1. *See* Huntoon, B. B.
Ames, M. C. (153), His Two Wives, $1.75....*Hurd & H.*
Ancient (154) York Masons of Va., Proceedings of M. W. Grand Lodge, v. 1, *net*, $4.....*Randolph & E.*
Andre, G. G. (151), Draughtsman's Handbook of Plan and Map Drawing, $6.....*Spon.*
Annus Domini. *See* Rossetti, C. G.
Antediluvian (153), The, $1.....*Putnam.*
Armor, W. C. (152), Lives of the Governors of Pa., $3.50, $4, and $5.50.....*T. H. Davis & Co.*
Aunt (154) Louisa Series :—World-Wide Fables ;—Cinderella, ea., pap., per doz., $2.....*McLoughlin.*
Babbitt, E. D. (152), Vital Magnetism, bds., 25 c.*Babbitt.*
Baker, G. W. (153), Ballads of Beauty, $3.50....*Lee & S.*
— (153), Exhibition Drama, $1.50.....*Lee & S.*
Baker, S. W. (152), Ismailia, $5.....*Harper.*
Ballads of Beauty. *See* Baker, G. M.
Bancroft, H. H. (153), Native Races of the Pacific Coast, v. 1, $6 ; shp., $7.....*Appleton.*
Barrett, J. O. (154) and J. M. Peebles, The Gadarene, $1.25.....*Colby & R.*
Beauty in Common Things. *See* Whymper, Mrs. W. J.
Beecher, W. J. (153), Farmer Tompkins and his Bibles, $1.25.....*Presb. Bd.*
Bell, C. D. (152), Which is my Likeness? $1. *Nelson & Sons.*
Benjamin, J. P. (155), On Sales of Personal Property, *1st Am. ed.*, shp., $7.50.....*Hurd & H.*
Better (151) Path Stories, 4 v., $4.....*Locke & B.*
Bewildered Querists. *See* Crofton, F. B.
Bhagavad-Gita (154), $3 ...*Religio-Philos. Pub. House.*
Bible. *See* Johnson, F.
Birth (151) and Triumph of Love, $2.....*Carleton.*
Black, C. C. (153), Michael Angelo Buonarotti, $12. *Macmillan.*
Blake, W. (154), Illustrations of the Book of Job, $10. *Osgood.*
Bloomer, J. G. (153), Commercial Cryptograph, $5. *Appleton.*
Bookkeeping Simplified. *See* Waggener, D. B.
Book (154) of 190 Stories and Pieces, $1....*Am. S. S. Un.*
Braddon, M. E. (154), Lost for Love, pap., 75 c..*Harper.*
Brenda. *See* Nothing to Nobody.
Broken Chains. *See* Werner, E.
Brooke, S. (153), Theology in the English Poets, $2. *Appleton.*
Buhler, J. (152), Plain Talks on Common Things, 75 c. *Cong. Pub. Soc.*
Buonarotti, Michael Angelo. *See* Black, C. C.
Burgess, L. M. (154), Child's Guide to Spiritualism, 25 c. *Colby & R.*
Burr, E. F. (155), Thy Voyage, $3.50.....*Nelson & P.*
Butler, J. H. (155), Home, $1.50 and $2.....*Colby & R.*
Caleb Krinkle. *See* Coffin, C. C.
Carleton. *See* Coffin, C. C.
Challen's (153) Dime Arabian Nights :—3. Sinbad the Sailor, pap., 10 c. ;—(153) Holiday Arabian Nights, bds., 75 c. ; pap., 50 c.....*Challen.*
Chamber (151) of Peace, $1.50.....*Randolph.*
Chaney, G. L. (153), F. Grant & Co., $1.50..... *Roberts.*
Chaney, Mrs. G. L. (153), William Henry Dramatized, pap., 25 c.....*Osgood.*
Chatterton. *See* Masson, D.
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Coles, A. (154), Evangel, in Verse, $6.....*Appleton.*
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Communistic Societies of the U. S. *See* Nordhoff, C.
Computation of Railway Earthwork. *See* Wellington, A. M.
Conflict between Religion and Science. *See* Draper, J.W.
Cotton, C. P. (151), Manual of Railway Engineering, $3. *Spon.*
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National (154) Prison Assoc., Third Annual Report, 1874. *Nat. Prison Assoc.*
Native Races of the Pacific Coast. *See* Bancroft, H. H.
New Hyperion. *See* Strahan, E.
New Testament, Analysis of. *See* Milligan, R.
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Scotland, Legends, etc., of. *See* Aitken, C. K.
Scott, W. (151), Peveril of the Peak;—Quentin Durward (*new illustr. Fireside ed.*), ea., $1.50.....*Porter & C.*
Sedgwick, T. (154), On Statutory and Constitutional Law, *2d ed.*, shp., $7.50.....*Baker, V. & Co.*
Seiler, E. (153), The Voice in Speaking, $1.50.*Lippincott.*
Selected Poems (151):—Schiller's The Diver;—(153) Shelley's To the Skylark, ea., pap., 10 c.....*Tompkins.*
Selhos, R. O. (151), Folly of Resuming Specie Payment, pap., 20 c.....*Hinton.*
Sensibility, Science of. *See* Smith, J. N.
Seventy (153) Six, pap., 25 c.....*Putnam.*

Shaw, D. (152), Banker's Code, shp., $2.50. *Weed, P. & Co.*

Shipton, A. (152), Secret of the Lord, 85 c.; pap., 25 c. *Warren & W.*

Simon (153) Martin, $1.....*Am. S. S. Un.*

Singers and Songs of the Liberal Faith. *See* Putnam, A. P.

Smith, J. N. (153), Science of Sensibility, $1.25. *Lippincott.*

Smith, T. (152), Hist. of Joshua. $1.25... *Nelson & Sons.*

Southworth, E. D. E. N. (154), Fair Play, *new ed.*, $1.75.....*Peterson.*

Sowed by the Wind. *See* Kellogg, E.

Sprague, W. B. (154), Life of Jedediah Morse, D.D., $2.50. .... *Randolph.*

Squire of Walton Hall. *See* Wise, D.

Starling (The). *See* MacLeod, N.

Stephens, C. A. (155), Young Moose Hunters, $1.50. *Shepard.*

Sterne, S. (151), Poems, $2..... .....*Patterson.*

Story (153) of a Boon, by H. H., pap., 35 c.....*Roberts.*

Strahan, E. (153), New Hyperion, $3.....*Lippincott.*

Tales in Political Economy. *See* Fawcett, M. G.

Ten Days in Spain. *See* Field, K.

That Queer Girl. *See* Townsend, V. F.

Their Children. *See* Clarke, H. S.

Theology in the English Poets. *See* Brooke, S.

Thy Voyage. *See* Burr, E. F.

Too Much Alone. *See* Riddell, J. H.

Toschi's (153) Engravings, 24 plates reproduced by the Heliotype Process, $10..... ....*Osgood.*

Townsend, V. F. (153), One Woman's Two Lovers, $1.50. *Lippincott.*

— (154), That Queer Girl, $1.50..... .....*Lee & S.*

Two Years in Africa. *See* Jonveaux, E.

Tyler, J. (154), Lyret, $1.25. .....*Lothrop.*

Tyler, J. B. (151) and W. M. Rice, Westminster Question Book, bds., 15 c.. ....*Presb. Bd.*

Tyndall, J. (153) and W. S. Kent, Transmission of Sound, and Gigantic Cuttle-Fish, pap., 25 c...*Estes & L.*

Tyson, J. (153), Practical Examination of Urine, $1.50. *Lindsay & B.*

Tyson, Miss (153), Queen of the Kitchen, $1.75..*Peterson.*

Ugly (154) Girl Papers, $1.... .....*Harper.*

United States (152), Blatchford's Circuit Ct. Rep., 2d Circuit, v. xi, shp., $7.50.....*Baker, V. & Co.*

—(154), Fisher's Rep. of Cases arising under Letters Patent for Invention, v. 6, shp., $25..... ....*Clarke.*

United States (152), National Bankruptcy Rep., v. x, shp., $6.....*McDivitt, C. & Co.*

— (152), Thompson's Am. Rep., v. 12, shp., $6....*Parsons.*

— (152), Wallace's Supreme Ct. Rep., v. xix, shp., $6. *Morrison.*

Varin, A. and E. (153), Picturesque Architecture of Switzerland, bds., $12..... ....*Osgood.*

Vatican Decrees. *See* Gladstone, W. E.

Verne, J. (153), Dr. Ox's Experiment, *illustr. ed.*, $3. *Osgood.*

Vers (151) de Société, $7.50..... ...*Holt.*

Voice in Speaking. *See* Seiler, E.

Waggener, D. B. (154), Bookkeeping Simplified, $1; bds., 75 c..... ....*Waggener.*

Waiting (152) for a Crown, $1.25.....*Nelson & Sons.*

Warner, A. (153), Fourth Watch and Other Shore, $2. *Randolph.*

Warren, I. P. (152), Chauncey Judd, $1.50. *Warren & W.*

Wellington, A. M. (153), Computation of Railway Earthwork, $5..... .....*Appleton.*

Werner, E. (153), Broken Chains, $1.25; pap., 75 c. *Osgood.*

What a Boy. *See* Willis, J. A.

Wheildon, W. W. (152), Contributions to Thought, $1.50. (Concord.)

Which is my Likeness? *See* Bell, C. D.

White Hand (A). *See* Farman, E.

Whymper, Mrs. W. J. (153), Beauty in Common Things, $5..... . ...*Pott, Y. & Co.*

Wild Animals. *See* Wolf, J.

Willcox, W. H. (154), Question Book on the Intern. Bible Lessons for 1875, No. 1, For Adv. Classes; No. 2, For Youth, ea., bds., 15 c..... .....*Young & B.*

William Henry Dramatized. *See* Chaney, Mrs. G. L.

Willis, J. A. (152), What a Boy, $1.50.....*Lippincott.*

Winning Worker. *See* Porter, J.

Winter Homes for Invalids. *See* Howe, J. W.

Wisconsin (152), Simmons's Digest of Rep., v. 2, shp., $6.50..... ....*Gould & Son.*

Wise, D. (153), Squire of Walton Hall, $1.25.*Nelson & P.*

Wolf, J. (151), Life and Habits of Wild Animals, $5. *Harper.*

Woodville, J. (154), Edith's Mistake, $1.25..*Lippincott.*

Woolson, A. G. (153), Dress Reform, $1.50..... *Roberts.*

Words (151) and Mind of Jesus, 75 c.....*Estes & L.*

Worth (151) Reading:—Arbuthnot and Swift's Art of Political Lying;—Lamb's Bachelor's Complaint of Behavior of Married People, ea., pap., 10 c.. ...*Tompkins.*

Young Moose Hunters. *See* Stephens, C. A.

"THE Hanging of the Crane," says the Boston *Transcript*, is probably the most popular holiday book yet produced in this country. The publishers were embarrassed by orders from all directions, which they could but partly fill. The largest jobbing-house in New-England on the day before Christmas bought up every copy it could lay hands on, paying the full retail price. A new edition will be prepared without delay.

THE new story of French life, "Out of the World," by Mary Healey (now Mme. Charles Bigot), the author of "A Summer's Romance," etc., to be published during the spring by Roberts Brothers, is said to be very charming. The heroine is the daughter of an American mother and a French father, is educated in this country, and taken to Paris at the age of twenty, where she becomes the subject of matrimonial negotiations in the French fashion.

Mr. J. E. BABSON ("Tom Folio") is, we are sorry to learn from the *Literary World*, seriously ill at his home near Boston by reason of a recent severe hemorrhage. The publication of his collection of Steele's papers is delayed accordingly.

THAT bright story of Washington life in the last volume of *Old and New*, "Tom Haliburton's Quandary," proves to have been written by Miss Wise, of that city, and Mr. Severance, assistant librarian at the Capitol.

A LITTLE fairy romance, called "Prince Perindo's Wish," just published in England, is from the pen of Mr. Thomas Constable, the printer, and the son of Sir Walter Scott's "Prince of Booksellers," and is illustrated by his son and partner, Mr. Archibald Constable.

MR. W. B. WEEDEN, of Providence, has written a book on prohibitory liquor laws, which Roberts Brothers will publish.

WE are glad to learn that Mr. William S. Robinson, the "Warrington" of the Springfield *Republican*, and thoroughly acquainted from his long experience as Clerk of the Massachusetts Senate with parliamentary matters, has written a little "Manual of Parliamentary Practice," etc., which Lee & Shepard will publish.

"NATURE and Culture." a volume of essays written by Harvey Rice, of Cleveland, discussing education, woman's rights, etc., will be published by-and-by by Lee & Shepard.

The New Year's Outlook.

WITH 1875 opens, we believe, the brightest prospect that the American book trade has known for many years. We trust that those who, at the beginning of this year, so lacked faith as to the possibilities of reform, will not forget to provide themselves with faith for the future, by drawing the contrast between then and now. One year ago, the American book trade, in a business which is of almost the dignity of a profession, was, we may say, the most unorganized and demoralized in the country. A large proportion of its members believed that there was no hope of betterment in the future. Men had lost faith in their calling, and some of the best were being driven into other fields of work, because they could not earn really a living salary. The book trade had generally forsaken reasonable business principles, and were energetically engaged in cutting each other's throats. The outlook, to judge by the past, was dark enough. There were those who believed that things would at last be righted, but for ourselves we must confess that, while we hoped, we feared that the reform, in whose ultimate success we thoroughly believed, was to be a matter of at least three years' hard work, simply because the trade was apathetic.

Well, every thing is not settled yet, but we are so near to assured success that we ourselves confess agreeable surprise. Instead of being the worst, the book trade is already one of the best organized in the country. The Convention at Cincinnati in February, chiefly of the Western trade, under Mr. Aston's presidency, took the first actual step, and defined admirably the theoretical principles of the reform. It aroused enthusiasm, provoked discussion, and gave an impetus to the movement without which the Put-in-Bay affair could never have been held. Thence Mr. Aston came East, and his action laid the foundation of the great gathering in July. The Put-in Bay Convention, at which the American Book Trade Association was organized, made the reform sure. The trade there gathered took a new sense of the dignity of its mission; its members came together in earnest and finally enthusiastic discussion, got to know and like each other, and went home with a harmonized basis of action, right in principle and effective in practice, on which the trade at large could work out its own salvation. From that proceeded the Western and the Central Booksellers' Associations, and the many local auxiliary organizations that now occupy most of the trade centres. With the double motive of an enlightened self-interest and the interests of the public to back the movement, the trade is now well organized, and the reform very nearly assured.

We have been at some pains to ascertain during the week, as far as could be learned from New-York experiences, what has been the result of the movement in the trade of 1874. Of last year's business in general we may say that it was much better than that of 1873, and perhaps better than for some years back. The book trade sympathized of course with the depression caused in successive falls by the Chicago fire, the Boston fire, and the panic, but in that of the present season it has shown most favorable comparative results. The number of books published in this country seems to have been less, publishers being more cautious in their enterprises as well as in their credits; but what we want is not more books, but more good books. Those of the past year which are fairly entitled to this rank have sold remarkably well, and in many cases which we could name have run far ahead of the most sanguine expectations. In other words, the American public is exercising a critical faculty which assists in "the survival of the fittest," and has little favor for poor books. We trust our publishers will not fail to take the hint of concentrating their attention and resources on really strong books, and declining to publish what is "dead stock" the moment it comes from the press. This tendency is, we think, the business feature of the year. There seems to have been also a growing disfavor for mere picture-books, which many experienced retailers state are difficult to move, standards being generally preferred for presents. In fact, most homes have room for only a limited number of table-books, and the country has already been pretty well stocked with these huge volumes which do not belong in the book-case. This is a thoroughly healthful feeling, we think.

To return to financial matters, the New-York trade reports a Christmas business ranging from 10 to 25 per cent more in quantity than last year, with much better prices obtained, while the fall business adds up in almost the same proportion. The public seems to have caught the spirit of the reform movement, and there has been a marked diminution in the cry for discounts. There has been considerable misunderstanding, in various quarters, as to how far the twenty per cent rule and other reform principles were in operation at current dates, but notwithstanding isolated cases of this kind, there has been much adherence to the rule, and if a customer or two or a casual trade has been lost by any particular house for the time, these houses themselves are the first to acknowledge that their business has been so much better proportionately under the new auspices as to compensate many-fold for any such temporary losses—while there is but one opinion

in New-York as to the future. In brief, the result of putting this rule into operation in New-York, so far as it has been done, has been such as to prove the strongest practical argument yet advanced for the Put-in Bay movement. Our correspondents in the trade have been so engrossed during the past month with holiday business that we are unable to speak authoritatively of the country at large, but we believe that wherever the rule has already gone into operation those who before had least faith have now the most.

But we must look forward as well as backward. We do not hesitate to say that the year 1875 is to be the crucial period of the reform. The righteousness of its principles and the advisability of its present methods are now accepted, we may say, by all the trade of the country, except the one house in Philadelphia, in which our friends disagree as to the latter point. We have faith that the business wisdom and ability which has built up so large a house will not fail the trade now, and that during the year the trade will have opportunity to see that this as well as other houses is for and not against it. But this is not the vital difficulty. The movement is already too strong to fail for any such reason, unless we greatly underestimate the strength and persistence of the American trade. The turning-point of the movement is in the adjustment of relations and details, now that the general principle is so widely accepted. We have plenty of steam-power, but nice adjusting and careful oiling is needed to make an engine do its work. It is natural that in any great reforms of this kind there must follow, as necessary incidentals, misunderstandings, questions,—infinite matters for legislation and arbitration. The world was not made in a day, and the broad platform of the Put-in Bay meeting needs still much discussion and definition to make it effective in its minor workings. Our readers have already found this out from our correspondence columns. There is no doubt about the principles, but their practical application raises many problems. The Central Association will, we believe, meet early in January, to discuss certain of these questions, and to leave no misunderstanding as to the 20 per cent rule; and at the next convention of the national association, whose date and locality is now being discussed, they will receive further definition. In the mean time, the trade need to exercise faith, wisdom, forbearance,—to see that the principle is sure for the future, and that difficulties of the present must be overcome. The work of the Committee on Book Fair, which meets immediately, will, we hope, have immediate practical fruit, and altogether we trust, by the end of this year, to find the practical effectiveness of the reform as well assured, as at the end of the year past its principle has been generally accepted.

As to our own work in the future, we have simply to say that it is our one aim and ambition to make the PUBLISHERS' WEEKLY as able and useful a representative of the book trade as our support will possibly permit. We should be ungrateful did we neglect to express our most hearty thanks for the unanimous and thorough-going appreciation which the trade has given to the WEEKLY, especially as to its active part in the reform movement. It is our chief satisfaction in the history of this paper, that its agency in initiating and co-operating with this movement has in the first place been so effective, and in the second so generously appreciated. The many kind words which we have received, publicly and privately, from the trade at large and from its individual members, can never be forgotten. At the same time we must confess, for our own part, that we have never been satisfied with the PUBLISHERS WEEKLY. Representing the trade which rises nearest to the dignity of a profession, whose mission is only second to that of the teacher, in a country which, from its extent and the diffusion of education, should be the most important book-producing country in the world, we hope some day to see the PUBLISHERS' WEEKLY unexcelled by any trade journal in this or any country. We shall never be satisfied with less. We believe that our plans are capable of realizing this aim, but it depends simply upon our pecuniary support how soon these plans may be carried out.

Although we have had reason to be heartily grateful for the patronage accorded us under the existing state of things, we have yet been compelled to share in the general depression, and to restrict our reading matter, both in quantity and quality, simply to make "both ends meet." We mean to make the interests of the WEEKLY identical with the interests of all members of the trade, and in that purpose we ask of the trade two things. In the first place, it is to their interest that we should reach every bookseller and every library in the country, and we ask that early in this year each of our friends shall make a direct effort to see that the WEEKLY reaches every one that he knows. We have, of course, every live member of the trade upon our subscription list, but it is vitally important that every dealer, without exception, should be brought into vital communication with this new trade life, as we hope to bring every one whom we reach. The importance of making the trade a living, comprehensive organization can not be overestimated, and we believe this to be a chief function of trade journalism.

Secondly, we ask that the trade shall extend to us a liberal advertising patronage, on which of course the growth, indeed the existence, of the WEEKLY depends. We believe that this will pay them doubly—first, by its direct return; secondly, by the increase of vitality in the trade which a better trade journal is sure to inspire. The mere insertion of standing cards by the jobbers of the country, to mention one instance, would give the WEEKLY an added opportunity which we should very gladly improve, and we believe it would be as profitable to them as to us. We invite special attention also to our advertising departments for the profitable exchange of books and the like.

Heretofore, we repeat, the WEEKLY has been obliged to confine itself to absolutely necessary matter. The untried fields before us are many and almost boundless. In the first place, we desire to be able to afford a more thorough system of collecting news, especially in the trade centres outside of New-York, and abroad, so that the trade shall have every thing promptly brought before them, and the "Notes in Season" in especial made a live summary of all present enterprises. We wish also to enter upon two fields in which we have already much material: the manufacturing of books, with notes of all mechanical and artistic improvements, statistics of cost and production, and the like; and the conduct of business, with statements of the best methods of keeping publishers' accounts, taking count of stock, and such details, in which our present knowledge makes us see that much improvement and saving can be had by such comparative discussion. We hope to give the paper also a historical value by sketches of trade history, the growth of great houses, personal sketches, and such matter as this. Our library features are capable of great development, and it is important for the book trade that its representative journal should commend itself "by its works" to these chief buyers of books. We purpose ultimately to adapt the paper to both general and trade circulation by making a trade supplement from time to time, in which matters of purely trade interest, such as stationery price-lists, etc., shall have opportunity to reach the trade only.

But here we must cease. Once we put on our wishing cap, the WEEKLY broadens out so that we fear to follow our hopes for it. We may simply repeat, that the fullest support the trade can give us will be used faithfully for its best interests, as we believe them to be identical with the interests of the public at large. It rests with it to say what the WEEKLY shall be. And hoping for the book trade of the country all success, we wish it again a happy new year in 1875.

A PRIVATE letter from Mr. Cushing, of Baltimore, to Mr. Randolph, contains a bit of practical evidence as to the usefulness of reform that we are permitted to give to our readers. He states that the local agreement of the Baltimore booksellers has worked very well during the holiday season—"some complaint, of course, some anger, an occasional buyer lost, but on the whole a general appreciation of its justice, a general assent to the facts and acquiescence in the result." This is an excellent summary of the feeling of the New-York trade as well, and when Mr. Brown adds that he does not think it possible for the reform at its present strength to be broken up by any individual action, we can say that the trade agree with him on this point as well.

A LETTER from Mr. George B. Brown, of Toledo, whom the trade know as one of the most practical and energetic of its members, says: "The date at which the Annual is sent out makes it less useful than it would otherwise have been, as the publishers have, many of them, issued quite a number of books since the catalogues were furnished. My suggestion is this, that the publishers send out as a page or more of the WEEKLY, lists which may be cut out and attached to their respective catalogues in the Annual, thus helping us dealers to relieve our desks of the great number of half-sheet announcements which are difficult to find when wanted." We trust publishers will heed this excellent suggestion, and contribute their annual lists to our advertising pages in proper shape for this purpose this month.

THERE is some talk of holding the next Convention at Philadelphia.

WE hope to give important particulars regarding the book-fair system next week.

"A MAN never gets so much good out of a book as when he possesses it." So Arthur Helps says, in his forthcoming book on "Social Pressure," and it is a good thing for booksellers to quote to their customers.

THE Messrs. Osgoods' elegant heliotype volume of Toschi's Engravings was in such demand before Christmas that the first edition was speedily exhausted. A new one is now ready and is likely to go almost as fast as the other, so beautiful "for all time" is the book.

MR. MARION HUTCHINSON, so generally and pleasantly known in the trade as the agent for the Messrs. Longman, sails to-day for Europe, and will be absent several months

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Proposed Book Fair.

BIRMINGHAM, CT., Dec. 25, 1874.

GENTLEMEN: As a constant reader of THE PUBLISHERS' WEEKLY, I have been deeply interested in this trade reform movement. As one of the sufferers by the general demoralization of retail prices, I feel earnest and anxious to trace the progress of ideas looking towards the general amelioration of our trade evils.

As a bookseller, I feel a sense of degradation at the measureless insults heaped upon us by the public who buy books. We are accused of receiving from 50 to 100 per cent discount on our wares, of imposing unscrupulously upon our patrons by asking retail prices, when it is generally known the publishers give off 25 to 33⅓ per cent to buyers of a single book, etc. So much of this complaint, however, has been detailed in your columns, that I do not desire to extend comments in that direction. I communicated my views upon the subject to *The Bookseller's Guide* some time before the initiation of this reform movement, and I was consequently gratified to hear the bugle-call all along the line, to see the ball in motion, and am now jubilant that it has made a thundering noise from Maine to Texas. It promises good things for the future; therefore let all the booksellers in the land write to you and say "*Amen!* We are a unit in spirit and in action, and we will honestly help the reform, and be true to its laws."

Concerning the ideas of the trade about plans for the conduct of the "proposed Book Fair," I feel desirous of showing my interest, and responding to your earnest request that the trade shall send in their views liberally. As a small dealer I do not wish to be first to instruct my superiors, and consequently I feel like apologizing for what I may write, so far as to assure my distinguished brethren that I offer nothing in egotism.

I am a regular purchaser at the trade sales; my market is so small that I am obliged to discriminate closely in selecting books to buy, as many are offered four copies or more in a line, and while I would like one or two copies; perhaps I do not purchase nearly so many books as I would like to make up an assortment, and the amount of my bills with the Messrs. Leavitt are not nearly so great as they would be could I have access to other books of houses not represented in the sale.

Presuming now that some plan may be devised whereby all the leading publishers shall contribute their lists to this fair, and a general invitation be served to the booksellers of the United States to come and select their goods, an inducement offered that shall appear to be a positive inducement to all judicious dealers; that for a limited time the leading houses offer the trade such quantities of books as they want, to be selected in one day or three weeks, with privileges of such stock as may be offered at auction, all to be included in one bill, with specified credit or a discount for cash in thirty days. And it seems to me I should hail the innovation with joy, that I should study the lists with care and enthusiasm, and come to the fair and buy up a liberal stock, and present a good bookstore at home, feeling assured that nobody could offer better discounts than I. Thus I could maintain dignity as a bookseller, and could reasonably expect to be supported thereby.

I hope earnestly that you will be in receipt of very many plans for the organization of this Book Fair, and that when the committee come together to establish it, they will be prepared to intelligently incorporate the *wants of the majority.* Yours cordially,

GEO. C. ALLIS.

The Messrs. Lippincott's Plan.

PHILADELPHIA, Dec. 26, 1874.

To the Editor of the Publishers' Weekly:

DEAR SIR: In the circular of Messrs. J. B. Lippincott & Co., printed in your issue of the 19th inst., there seem to be some things not touched upon by your remarks, and as the compromise proposed deserves careful consideration, I venture to call attention to several points.

In the first place, the recognition of the necessity of the abandonment of underselling is so very recent and decided a change from the long-held and frequently-expressed views of Messrs. Lippincott & Co., that without desiring to speak at all invidiously, they are, perhaps, not just the ones to teach the methods by which it shall be accomplished to those who have had it at heart and have given it careful consideration for years. But passing this, why is it that this house feels compelled to differ from the rest of the trade, and to place themselves in an isolated position, and one antagonistic to the desired reform? It would be doing an injustice to the good sense of Messrs. Lippincott & Co. to suppose that they withhold their consent to the reform for the purpose of preventing injury to the rest of the trade, who seem bent on doing this thing to their ruin. It can not be any such Quixotic benevolence that actuates them, and it must be only the sound business principle to take that course which is for the benefit of one's own trade. But even if they fear some slight disadvantage to their *retail* trade, why should they alone hesitate to take the trifling risk? They have large resources, and a very extensive jobbing and publishing business, while their neighbors here, who are very willing to run this risk, are all smaller houses, to many of whom the retail trade is important, and to some of whom it is all-in-all.

The compromise that Messrs. Lippincott & Co. think "the only practicable plan" to accomplish the desired end, fails to touch the main grievances, if indeed it does any thing at all.

It is to be noted that their circular would only fix a "maximum discount to all *local* buyers not in the trade," so that while you, in New-York, and our friends in Boston, Baltimore, Chicago, and elsewhere, adhere rigidly to retail prices, with a maximum discount of 20 per cent, there would be nothing to prevent Messrs. Lippincott

& Co., or any other Philadelphia house, from filling retail orders from other cities at 20 per cent, 30 per cent, 40 per cent, or at any discount whatever, even if bound to 10 per cent here. Messrs. Lippincott & Co. might not set out to undersell the trade of other places in this way, but there are some houses here not so honorable, and it is not safe to bind them only as regards "*local* buyers not in the trade."

And again, it is not clear as to the application of the proposed 10 per cent rule. Does it mean that on "new books" booksellers should be allowed to discount 10 per cent, and on old books any thing they think best? If this is the meaning, the step Messrs. Lippincott & Co. are ready to take is but a small one indeed, and it would be interesting to know at what era they think the reform can finally be consummated. It could only be when all the books issued prior to January 1st, 1875, shall cease to find a sale.

"The way to resume is—to resume," at least as far as the retail prices of books are concerned; and when the whole trade of the country, with the exception of this one house, are united in urging such a course, it does not seem that Messrs. Lippincott & Co. can hope to satisfy them with "gradual steps."

At present the success of the reform in this city, and therefore in the country at large, depends on the consent of our leading house.

Very truly,

PHILADELPHIA.

BOOKS RECEIVED.

THE BABES IN THE WOOD, by James De Mille. (William F. Gill & Co.) Quite as remarkable a story as the majority of Mr. De Mille's productions. The title scarcely has any significance; the "babes" being a number of grown-up people who play an occasional tragic and an occasional ridiculous part in the Italian Revolution of 1848. The illustrations scattered through the book are wonderful works of art. 8vo, paper, 75 cents.

INFANT DIET, by A. Jacobi, M.D. (G. P. Putnam's Sons.) This little work, without intending to be a mother's manual, gives most important information as to what a child should eat to aid its proper development. Its suggestions are valuable and interesting. It forms one of the "Handy Book Series." 12mo, cloth, 75 cents.

HEADS AND TAILS, by Grace Greenwood. (J. B. Ford & Co.) Among the great number of handsome gift-books and juveniles published this past holiday season, these "studies and stories of pets" stand out prominently. The merit of the stories is past question; they relate entirely to the ways and odd doings of pet animals and birds; are drawn mostly from Grace Greenwood's own experience, and are written in a bright, cheerful, witty vein, that is very pleasing. The get-up of the volume is very lovely, the vignettes and title-page being just as charming as possible. The binding, paper, and printing are also excellent, making altogether as fine a specimen of book-making as we have handled lately. Sq. 12mo, cloth, gilt-edge, $2.

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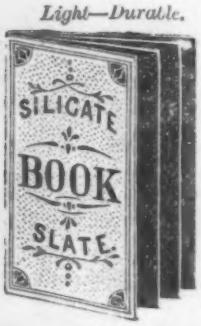

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